



Ronald Jacobson
Senior Executive Director

In the commercial real estate arena since 1987, Ron Jacobson specializes in all areas of commercial real estate including the representation of investors, principals, and landlords, tenants and developers. Sharing time in both the Los Angeles and the San Diego area, Ron has carved out a niche in the Southern California marketplace, assisting clients in the sale of office buildings, retail centers, industrial projects and land for development. Ron takes great pride in his reputation, providing integrity and a firm commitment toward his client's success.

During his career, Ron has completed in excess of 900 lease and sale transactions in over 6.5 million square feet of property totaling in excess of \$950 million. Since joining Madison Partners in 2004, Ron has sold in excess of \$1 Billion of investment properties, representing such clients as Wells Fargo Bank, Fowler Properties, Kilroy, IDS Real Estate Group, Peregrine Realty Partners, Intuit, The Allen Group, LBA Properties, BLT Enterprises, The Korda Group, Lowe Enterprises, Morgan Stanley, Bank of America, Prudential, SAIC, Cambra Real Estate, The Haddad Family, RREEF, Cruzan Monroe, and Irvine Company. Having negotiated several clients through tough economic times, Ron has built a reputation unparalleled in the handling of distressed and performing assets in today's market environment.

Property Sales – Recent	Building Area	Building Type	Sale Price
Cruzan Monroe Portfolio – San Diego, CA	450,000 SF	Office Buildings	\$61,800,000
3249 E. Harbour Drive, Phoenix, AZ (9 buildings)	220,000 SF	Office Industrial Campus	\$29,250,000
488 E. Valley Parkway, Escondido (2nd sale)	71,058 SF	Medical Office	\$28,250,000
5796 Armada Drive, Carlsbad, CA	74,891 SF	Office Building	\$27,500,000
488 E. Valley Parkway, Escondido, CA	71,058 SF	Medical Office	\$23,250,000
2858 Loker Avenue East, Carlsbad, CA	148,987 SF	Warehouse	\$20,000,000
10277 Scripps Ranch Boulevard, San Diego, CA	69,090 SF	Office Building	\$17,884,000
El Fuerte and Carlsbad Oaks, Carlsbad, CA	137,000 SF	Multi-Industrial	\$11,900,000
17630 Goldentop Road, San Diego, CA	127,000 SF	R&D Building	\$11,235,000
1905 Aston Avenue, Carlsbad, CA	46,252 SF	R&D Building	\$8,650,000
1-25 Cupania Circle, Monterey Park, CA	54,227 SF	Office Building	\$8,050,000
Front Street, Kansas City, MS	275,000 SF	Multi-Industrial	\$7,700,000
5717-5743 Pacific Center Drive, San Diego, CA	47,200 SF	R&D Building	\$7,010,000
4567 Telephone Road, Ventura, CA	34,143 SF	Office Building	\$5,400,000
Loker Land II, Carlsbad, CA	4.20 Acres	Dev. Land	\$3,825,000
511 Forest Lodge Road, Pebble Beach, CA	21,047 SF	Office Building	\$3,750,000
22606 S. Alameda Street, Carson, CA	5.47 Acres	Salvage Yard	\$3,600,000
2171 Las Palmas Drive, Carlsbad, CA	32,500 SF	Multi-Industrial	\$3,250,000
Palomar Oaks Land, Carlsbad, CA	11.30 Acres	8 lots- Commercial	Not Disclosed
Palomar Oaks Land JV, Carlsbad, CA	130,000 SF	Office Building	Not Disclosed

Tenant Lease Transactions	Property Address	Leased Area
SAIC	Various U.S. Locations	450,000 RSF

Extensive Lease Resume upon request